

Message Text

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44

ACTION COME-00

INFO OCT-01 AF-10 ISO-00 EB-11 DRC-01 CIAE-00 INR-10

NSAE-00 RSC-01 /034 W
----- 009865

R 191100Z MAR 74

FM AMEMBASSY DAR ES SALAAM
TO SECSTATE WASHDC 4985
INFO AMEMBASY NAIROBI
AMCONSUL LOURENCO MARQUES
AMCONSUL ZANZIBAR

UNCLAS DAR ES SALAAM 0863

E.O. 11652: N/A
TAGS: BEXP, TZ
SUBJ: TRADE INQUIRY - PAUL MUELLER COMPANY, SPRINGFIELD, MISSOURI

REF: STATE 044682

1. RE PARA 3 OF REFTEL:

A. IMPORT LICENCES REQUIRED FOR COOLING AND STORAGE TANKS
WHICH ARE NORMALLY GRANTED TO INDUSTRIAL END-USERS. FOREIGN
EXCHANGE IS GUARANTEED ONCE IMPORT LICENCE IS APPROVED AND ISSUED.

B. NO FIRM IN TANZANIA MANUFACTURES STAINLESS STEEL TANKS.

2. RE USEFULNESS OF GOODWIN (SEE REFTEL) VISITING TANZANIA:

A. INDUSTRY SOURCE INDICATES TANZANIA PLANS PURCHASE OF
BULK MILK COOLING TANKS UNDER UNDP AID PACKAGE WHICH HAS YET TO
BE FINALIZED. COOLING TANKS CAPACITY WILL BE 500-1000 GALLONS
FOR USE IN REMOTE MILK PRODUCING AREAS. SOURCE BELIEVES GOODWIN
VISIT WOULD BE VERY TIMELY AT THIS TIME. TO PURSUE THIS TO, MUELLER
MAY WISH TO WRITE, IN ADVANCE OF VISIT, TO V.L. JOSEPH, GENERAL
MANAGER, COASTAL DAIRY INDUSTRIES LTD., P.O. BOX 21385,
DAR ES SALAAM.

B. TANGANYIKA PLANTING COMPANY (TPC) MOSHI, HAS INDICATED
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INTEREST IN MOLASSES STORAGE TANKS BUT UNCERTAINTY AS TO SUITABI-

LITY AND PRICE OF MUELLER PRODUCT PREVENTS US NOW FROM RECOMMENDING GOODWIN INCLUDE HALF-DAY VIST OR OVERNIGHT STOPVER ON TPC SUGAN PLANTATION WHEN TRAVELLING BY AID BETWEEN DAR ES SALAAM AND NAIROBI. WOULD APPRECIATE COMMENT ON THIS POSSIBLE TO BEFORE WE PURSUE MATTER FURTHER WITH TPC VIA LONG DISTANCE TELEPHONE CALL. ALSO BELIEVE MOSHI STOPVER COULD INCLUDE WORTHWHILE VISIT TO NEARBY TOWN OF ARUSHA FOR APPOINTMENT WITH A. LUSIBA, GENERAL MANAGER , NORTHERN DAIRIES LTD., P.O. BOX 338, ARUSHA.

C. AMCONSUL ZANZIBAR IS INVESTIGATING UTILITY OF GOODWIN MAKING SIDE TRIP TO ISLAND. ZANZIBAR GOVERNMENT PRESENTLY INITIATING PROGRAMS TO UPGRADE LOCAL DAILY INDUSTRY.

3. FYI: IF GOODWIN SHOULD SCHEDULE TPC STOPVER (ASSUMING TPC BELIEVES IT MUTUALLY USEFUL TO DISCUSS MATTER WITH MUELLER REP) IT WOULD BE SIMPLE MATTER FOR HIM TO VISIT PLANTATION AT LITTLE OR NO COST TO HIS COMPANY. GOODWIN SHOULD NOTE HE CAN SCHEDULE/MOSHI/ARUSHA SIDE TRIP OVER WEEKEND AS TPC STAFF NEARLY ALWAYS ON PLANTATION.

4. WHEN GOODWIN'S ITINERARY FIRM, WOULD APPRECIATE KNWING HIS ETA DAR ES SALAAM AND, IF INCLUDED IN ITINERARY, ETA MOSHI/ARUSHA TO ARRANGE APPOINTMENTS.

CARTER

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